**Follow Up for Health Survey Names after Wellness 101**

1. **Schedule a Follow Up phone call or coffee meeting after you have their Completed Health survey**
2. Using their Completed Health Survey for Reference:
   1. **Hi \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ We are so glad that you were able to join us for our Wellness Event. Which part was most meaningful for you? …. (Agree with them on what they say)**
   2. **The stories of how these products are helping people are really powerful. Wouldn’t it be great if we were able to share this information with even more people to help them feel better? (Nod your head yes, Let them answer and agree..this could prompt a discussion about sharing the information)**
   3. **So….Let’s take a look at your Health Survey…. I see that you circled a (lot of Yes’s for yourself) and that you circled a (lot of yes’s for Friends and Family) and that you wrote (a lot of names) of friends and family who also have issues. (You can take time here to discuss their personal answers and issues and do some recommendations for them)**
   4. **Would you be open to sharing these solutions to your family and friends that you have listed on this sheet? (shake your head yes as you ask this for agreement)**
   5. **Great! There is even an opportunity that by sharing this with your friends and family that you could benefit with either retail profit or discounted products of your choice by doing so. Let’s choose a date for a wellness event at your home then I’ll show you a simple way to invite your friends and family to your home for the event. (If they resist having an event then opt to make calls to their friends and/or send a video)**
   6. **Move to the Invite Script and teach the new person how to invite.**